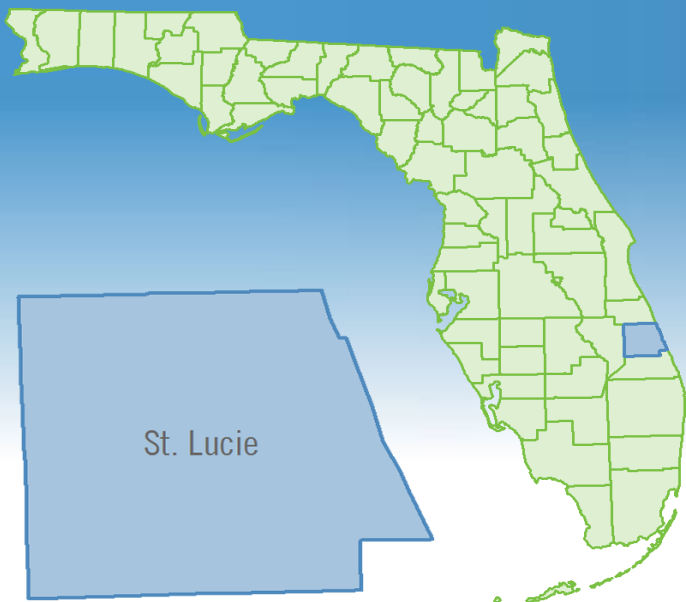


# Monthly Market Detail - January 2026

## Townhouses and Condos

### St. Lucie County



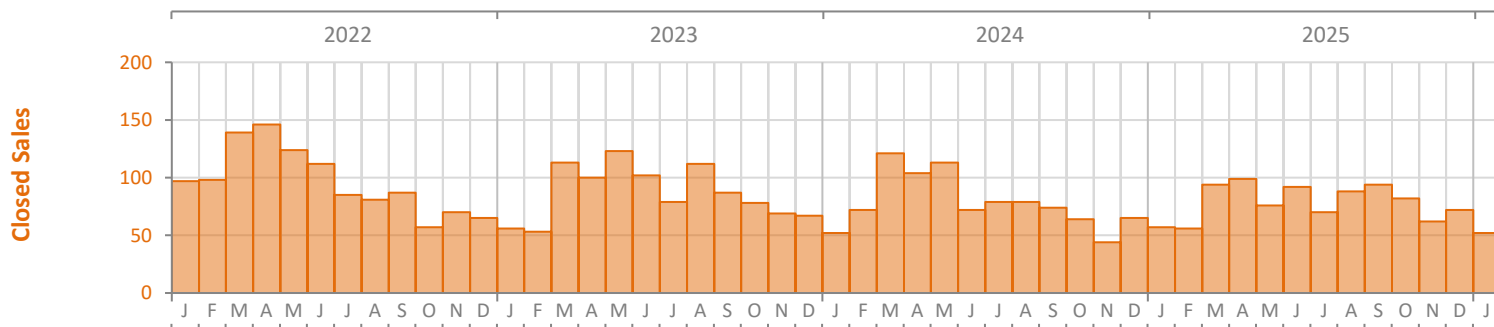
Summary Statistics	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	52	57	-8.8%
Paid in Cash	34	31	9.7%
Median Sale Price	\$285,000	\$288,000	-1.0%
Average Sale Price	\$301,518	\$312,788	-3.6%
Dollar Volume	\$15.7 Million	\$17.8 Million	-12.1%
Median Percent of Original List Price Received	90.0%	92.1%	-2.3%
Median Time to Contract	78 Days	66 Days	18.2%
Median Time to Sale	112 Days	105 Days	6.7%
New Pending Sales	87	99	-12.1%
New Listings	207	212	-2.4%
Pending Inventory	106	110	-3.6%
Inventory (Active Listings)	857	866	-1.0%
Months Supply of Inventory	11.0	11.0	0.0%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	52	-8.8%
<b>January 2026</b>	<b>52</b>	<b>-8.8%</b>
December 2025	72	10.8%
November 2025	62	40.9%
October 2025	82	28.1%
September 2025	94	27.0%
August 2025	88	11.4%
July 2025	70	-11.4%
June 2025	92	27.8%
May 2025	76	-32.7%
April 2025	99	-4.8%
March 2025	94	-22.3%
February 2025	56	-22.2%
January 2025	57	9.6%

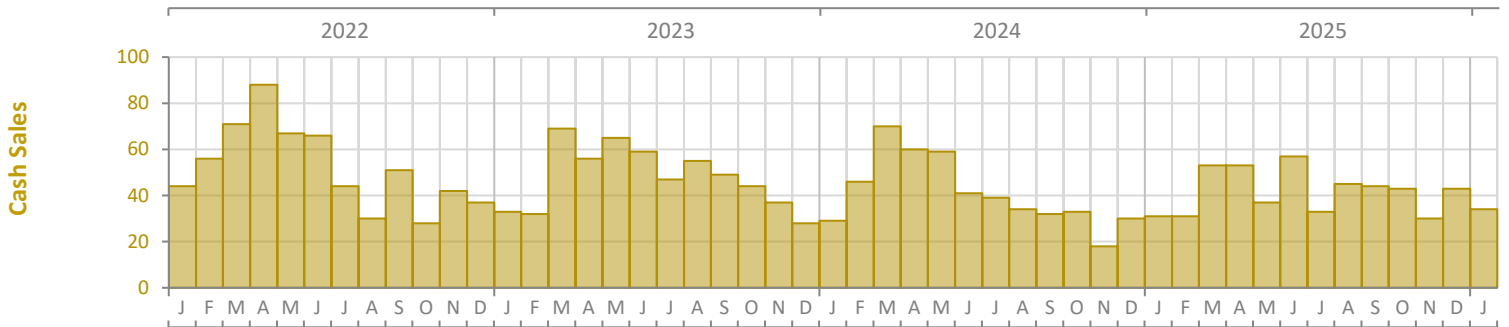


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	34	9.7%
<b>January 2026</b>	<b>34</b>	<b>9.7%</b>
December 2025	43	43.3%
November 2025	30	66.7%
October 2025	43	30.3%
September 2025	44	37.5%
August 2025	45	32.4%
July 2025	33	-15.4%
June 2025	57	39.0%
May 2025	37	-37.3%
April 2025	53	-11.7%
March 2025	53	-24.3%
February 2025	31	-32.6%
January 2025	31	6.9%

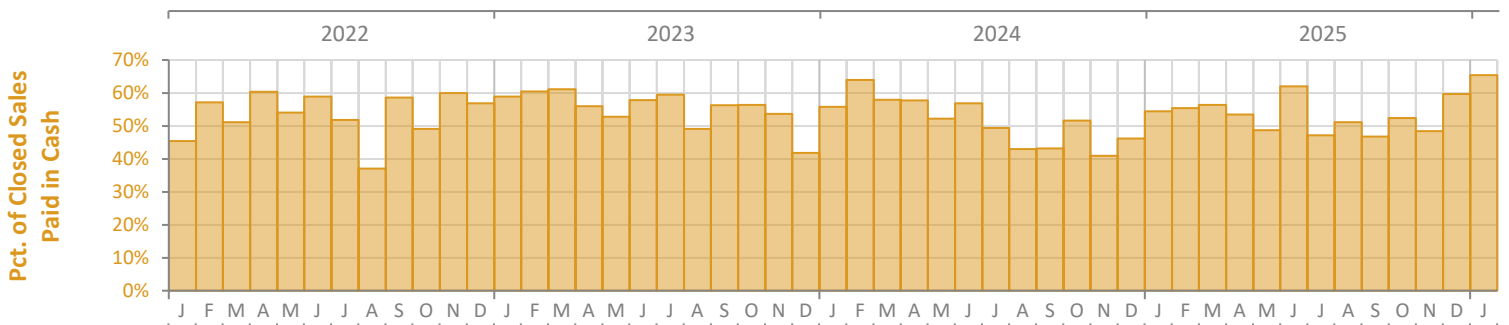


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	65.4%	20.2%
<b>January 2026</b>	<b>65.4%</b>	<b>20.2%</b>
December 2025	59.7%	29.2%
November 2025	48.4%	18.3%
October 2025	52.4%	1.6%
September 2025	46.8%	8.3%
August 2025	51.1%	18.8%
July 2025	47.1%	-4.7%
June 2025	62.0%	9.0%
May 2025	48.7%	-6.7%
April 2025	53.5%	-7.3%
March 2025	56.4%	-2.6%
February 2025	55.4%	-13.3%
January 2025	54.4%	-2.5%



# Monthly Market Detail - January 2026

## Townhouses and Condos

### St. Lucie County

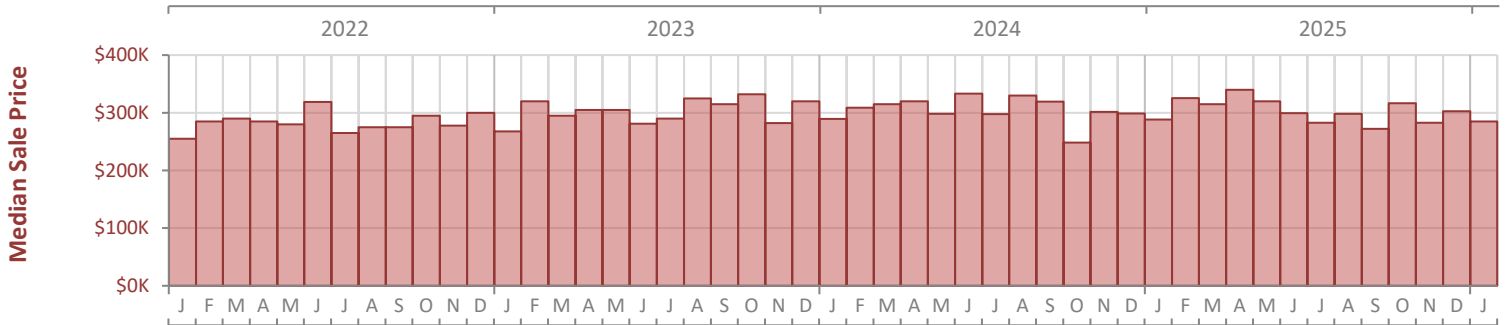


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$285,000	-1.0%
<b>January 2026</b>	<b>\$285,000</b>	<b>-1.0%</b>
December 2025	\$302,500	1.2%
November 2025	\$282,500	-6.3%
October 2025	\$316,450	27.3%
September 2025	\$272,000	-14.9%
August 2025	\$298,450	-9.6%
July 2025	\$282,500	-5.2%
June 2025	\$299,553	-10.0%
May 2025	\$320,000	7.4%
April 2025	\$339,900	6.2%
March 2025	\$315,000	0.0%
February 2025	\$325,500	5.3%
January 2025	\$288,000	-0.5%

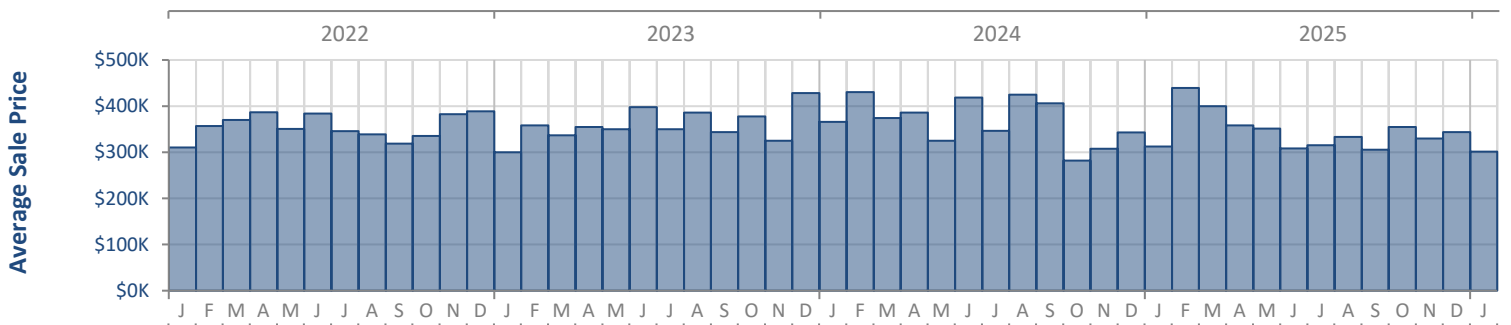


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$301,518	-3.6%
<b>January 2026</b>	<b>\$301,518</b>	<b>-3.6%</b>
December 2025	\$343,911	0.2%
November 2025	\$330,003	7.2%
October 2025	\$354,881	25.9%
September 2025	\$305,441	-24.8%
August 2025	\$333,506	-21.4%
July 2025	\$315,386	-8.9%
June 2025	\$308,182	-26.3%
May 2025	\$351,463	8.2%
April 2025	\$358,371	-7.2%
March 2025	\$399,736	6.8%
February 2025	\$439,262	2.1%
January 2025	\$312,788	-14.5%



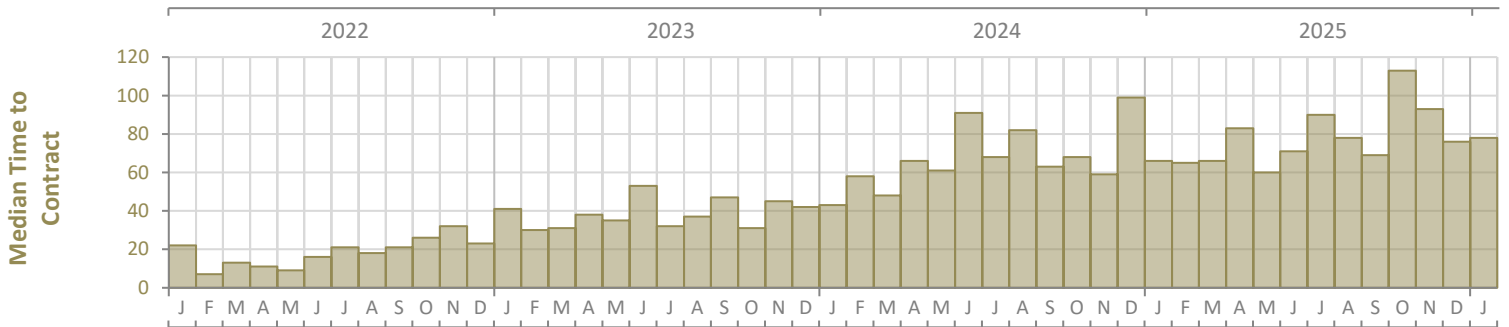


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	78 Days	18.2%
<b>January 2026</b>	<b>78 Days</b>	<b>18.2%</b>
December 2025	76 Days	-23.2%
November 2025	93 Days	57.6%
October 2025	113 Days	66.2%
September 2025	69 Days	9.5%
August 2025	78 Days	-4.9%
July 2025	90 Days	32.4%
June 2025	71 Days	-22.0%
May 2025	60 Days	-1.6%
April 2025	83 Days	25.8%
March 2025	66 Days	37.5%
February 2025	65 Days	12.1%
January 2025	66 Days	53.5%

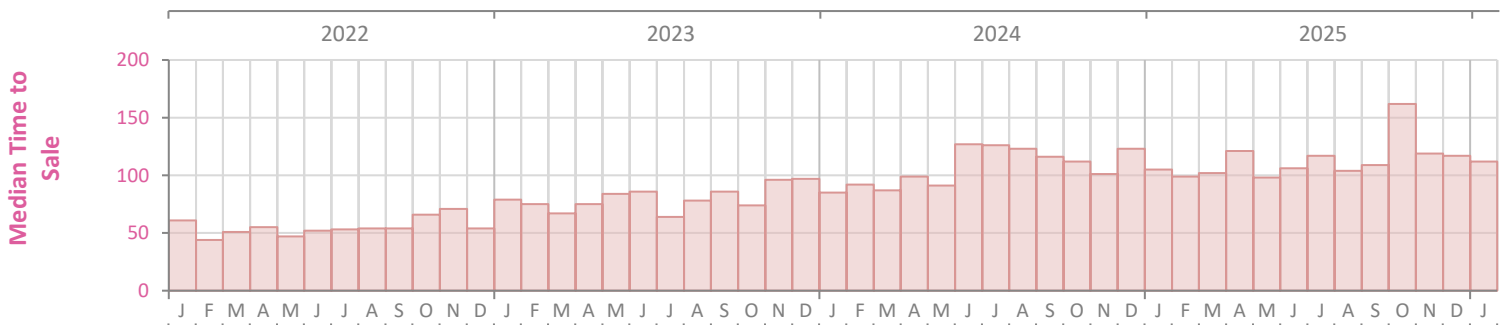


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	112 Days	6.7%
<b>January 2026</b>	<b>112 Days</b>	<b>6.7%</b>
December 2025	117 Days	-4.9%
November 2025	119 Days	17.8%
October 2025	162 Days	44.6%
September 2025	109 Days	-6.0%
August 2025	104 Days	-15.4%
July 2025	117 Days	-7.1%
June 2025	106 Days	-16.5%
May 2025	98 Days	7.7%
April 2025	121 Days	22.2%
March 2025	102 Days	17.2%
February 2025	99 Days	7.6%
January 2025	105 Days	23.5%

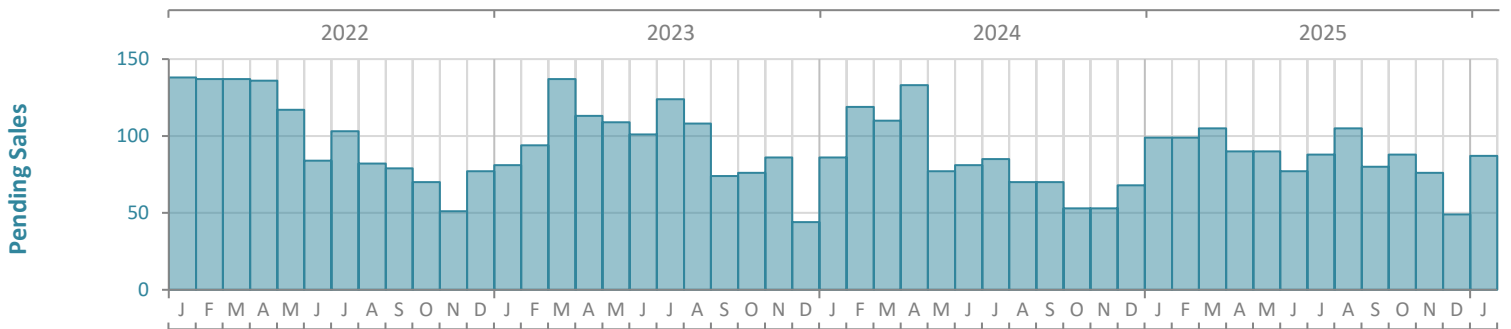


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	87	-12.1%
<b>January 2026</b>	<b>87</b>	<b>-12.1%</b>
December 2025	49	-27.9%
November 2025	76	43.4%
October 2025	88	66.0%
September 2025	80	14.3%
August 2025	105	50.0%
July 2025	88	3.5%
June 2025	77	-4.9%
May 2025	90	16.9%
April 2025	90	-32.3%
March 2025	105	-4.5%
February 2025	99	-16.8%
January 2025	99	15.1%

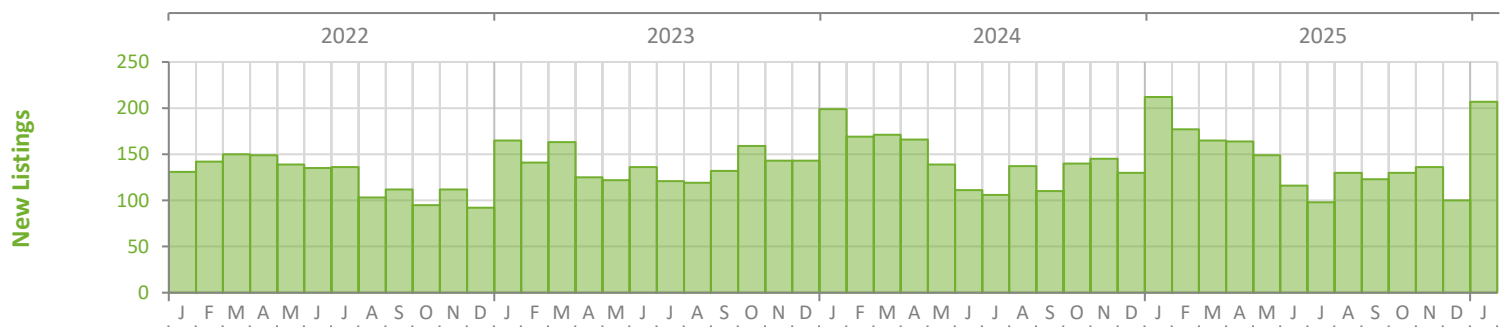


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	207	-2.4%
<b>January 2026</b>	<b>207</b>	<b>-2.4%</b>
December 2025	100	-23.1%
November 2025	136	-6.2%
October 2025	130	-7.1%
September 2025	123	11.8%
August 2025	130	-5.1%
July 2025	98	-7.5%
June 2025	116	4.5%
May 2025	149	7.2%
April 2025	164	-1.2%
March 2025	165	-3.5%
February 2025	177	4.7%
January 2025	212	6.5%



# Monthly Market Detail - January 2026

## Townhouses and Condos

### St. Lucie County

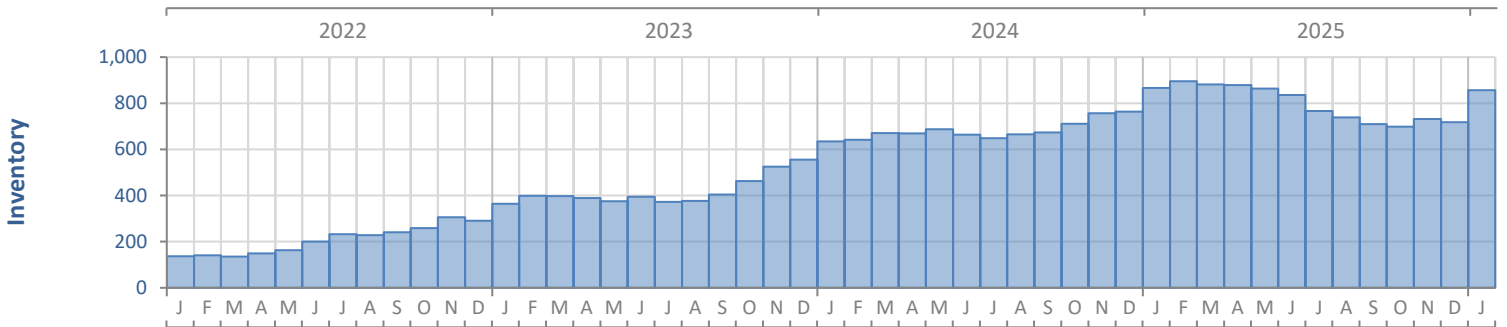


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	857	-1.0%
<b>January 2026</b>	<b>857</b>	<b>-1.0%</b>
December 2025	718	-6.0%
November 2025	732	-3.3%
October 2025	698	-1.8%
September 2025	710	5.5%
August 2025	738	11.0%
July 2025	767	18.2%
June 2025	836	25.9%
May 2025	863	25.4%
April 2025	879	31.4%
March 2025	881	31.3%
February 2025	895	39.4%
January 2025	866	36.6%

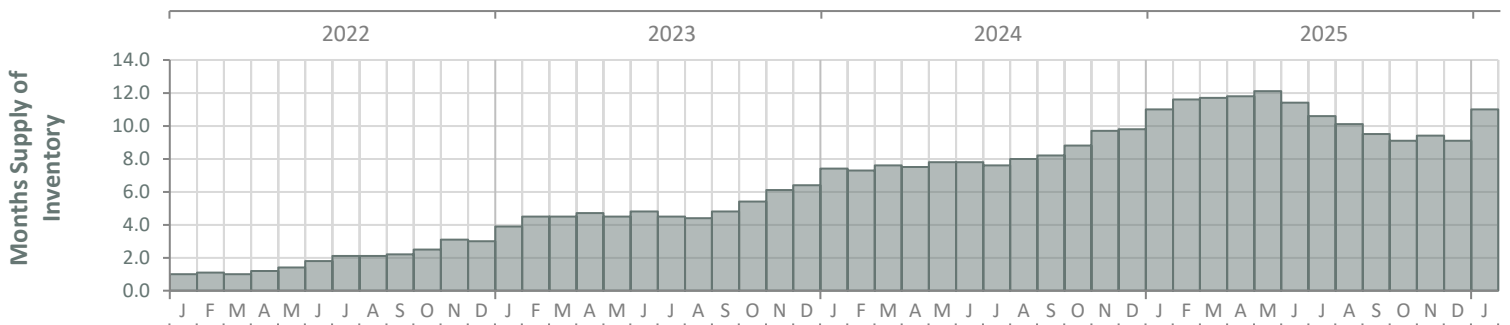


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	11.0	0.0%
<b>January 2026</b>	<b>11.0</b>	<b>0.0%</b>
December 2025	9.1	-7.1%
November 2025	9.4	-3.1%
October 2025	9.1	3.4%
September 2025	9.5	15.9%
August 2025	10.1	26.3%
July 2025	10.6	39.5%
June 2025	11.4	46.2%
May 2025	12.1	55.1%
April 2025	11.8	57.3%
March 2025	11.7	53.9%
February 2025	11.6	58.9%
January 2025	11.0	48.6%

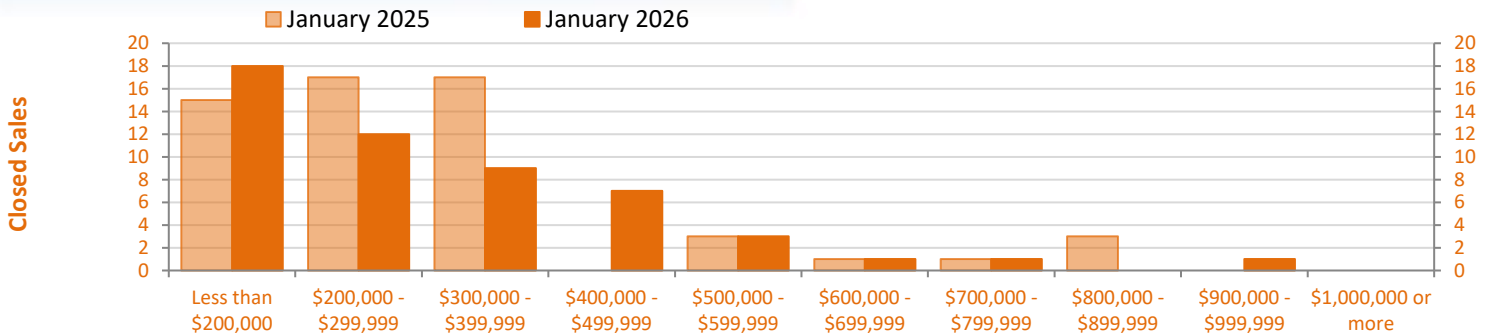


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	18	20.0%
\$200,000 - \$299,999	12	-29.4%
\$300,000 - \$399,999	9	-47.1%
\$400,000 - \$499,999	7	N/A
\$500,000 - \$599,999	3	0.0%
\$600,000 - \$699,999	1	0.0%
\$700,000 - \$799,999	1	0.0%
\$800,000 - \$899,999	0	-100.0%
\$900,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

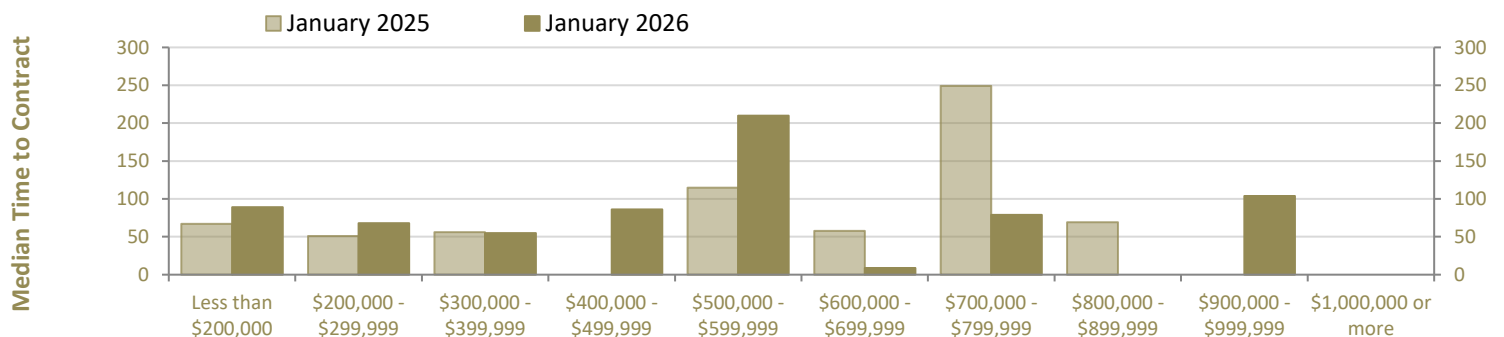


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	89 Days	32.8%
\$200,000 - \$299,999	68 Days	33.3%
\$300,000 - \$399,999	55 Days	-1.8%
\$400,000 - \$499,999	86 Days	N/A
\$500,000 - \$599,999	210 Days	82.6%
\$600,000 - \$699,999	9 Days	-84.5%
\$700,000 - \$799,999	79 Days	-68.3%
\$800,000 - \$899,999	(No Sales)	N/A
\$900,000 - \$999,999	104 Days	N/A
\$1,000,000 or more	(No Sales)	N/A

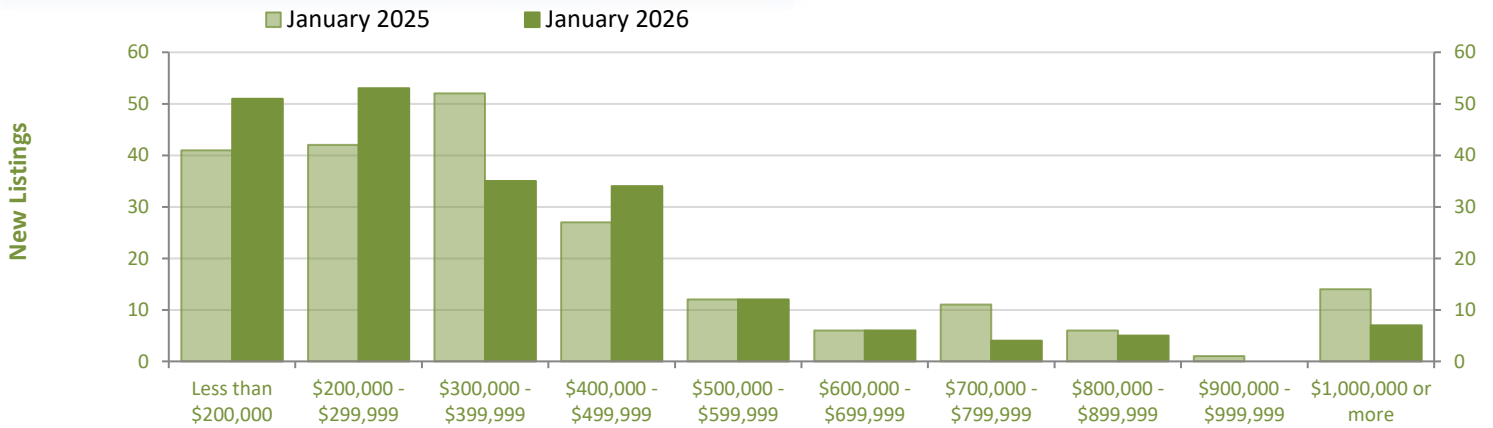


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

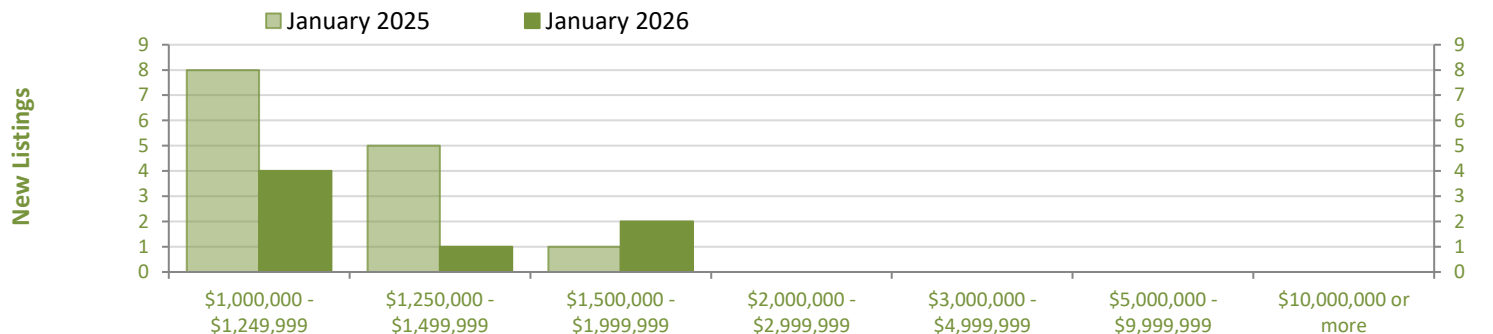
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$200,000	51	24.4%
\$200,000 - \$299,999	53	26.2%
\$300,000 - \$399,999	35	-32.7%
\$400,000 - \$499,999	34	25.9%
\$500,000 - \$599,999	12	0.0%
\$600,000 - \$699,999	6	0.0%
\$700,000 - \$799,999	4	-63.6%
\$800,000 - \$899,999	5	-16.7%
\$900,000 - \$999,999	0	-100.0%
\$1,000,000 or more	7	-50.0%



## Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for \$1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	4	-50.0%
\$1,250,000 - \$1,499,999	1	-80.0%
\$1,500,000 - \$1,999,999	2	100.0%
\$2,000,000 - \$2,999,999	0	N/A
\$3,000,000 - \$4,999,999	0	N/A
\$5,000,000 - \$9,999,999	0	N/A
\$10,000,000 or more	0	N/A



# Monthly Market Detail - January 2026

## Townhouses and Condos

### St. Lucie County

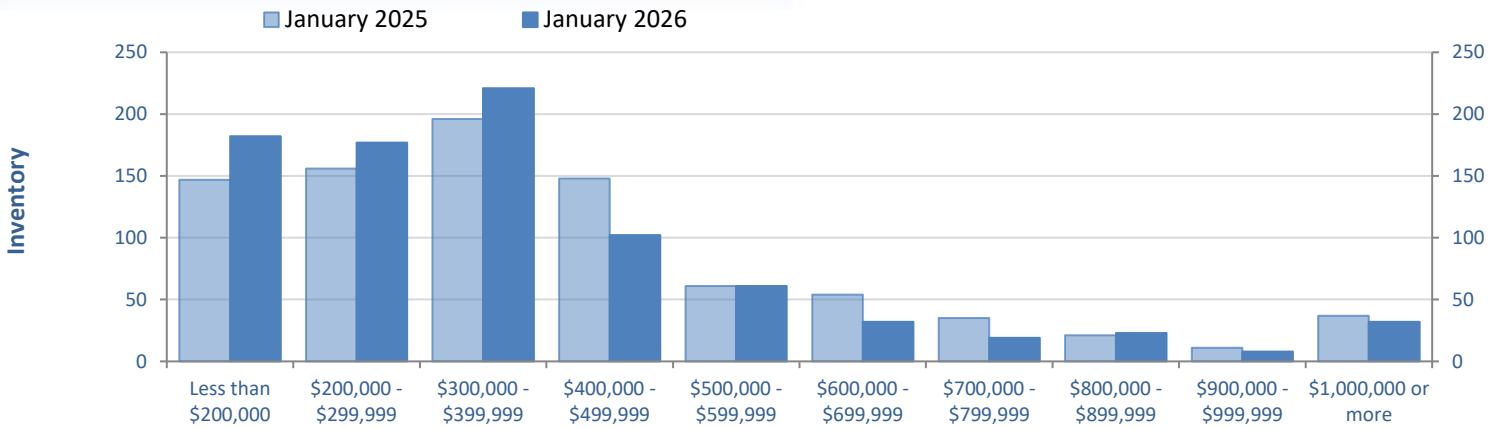


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

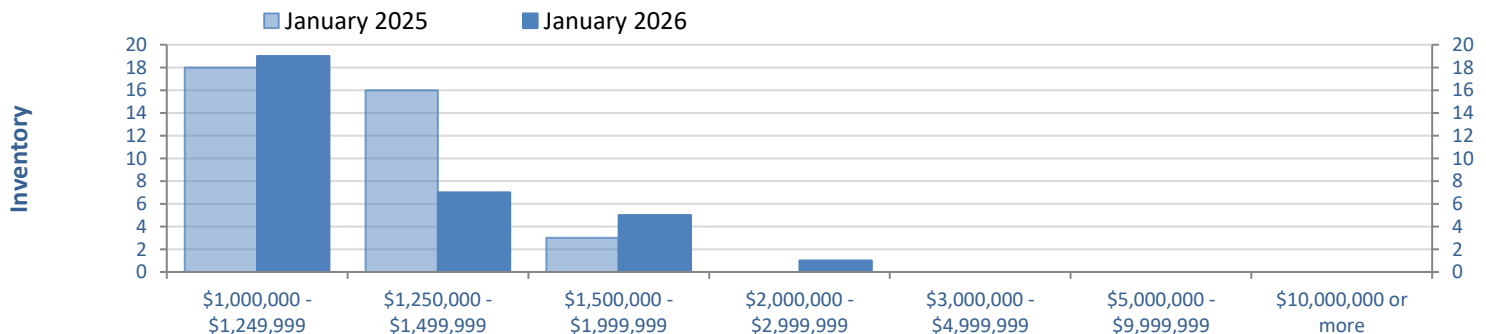
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	182	23.8%
\$200,000 - \$299,999	177	13.5%
\$300,000 - \$399,999	221	12.8%
\$400,000 - \$499,999	102	-31.1%
\$500,000 - \$599,999	61	0.0%
\$600,000 - \$699,999	32	-40.7%
\$700,000 - \$799,999	19	-45.7%
\$800,000 - \$899,999	23	9.5%
\$900,000 - \$999,999	8	-27.3%
\$1,000,000 or more	32	-13.5%



## Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for \$1,000,000 or more

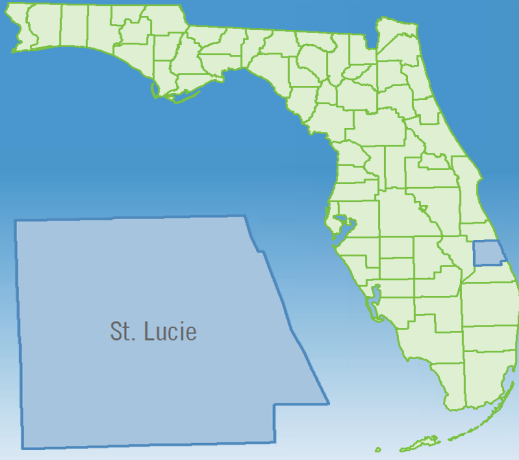
Current Listing Price	Inventory	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	19	5.6%
\$1,250,000 - \$1,499,999	7	-56.3%
\$1,500,000 - \$1,999,999	5	66.7%
\$2,000,000 - \$2,999,999	1	N/A
\$3,000,000 - \$4,999,999	0	N/A
\$5,000,000 - \$9,999,999	0	N/A
\$10,000,000 or more	0	N/A



# Monthly Distressed Market - January 2026

## Townhouses and Condos

### St. Lucie County



		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	50	57	-12.3%
	Median Sale Price	\$290,000	\$288,000	0.7%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$152,400	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

